



Newsline Eight



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SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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Regional Administrator's Update by Elton "Mick" Ringsak **Steven C. Preston Sworn In As Administrator of SBA**

On July 10th, Steven C. Preston was sworn in as Administrator of the SBA. Preston, nominated to the position by President Bush, is a former business executive with broad experience in financial management and executive leadership. He is the 22nd Administrator of the SBA since the agency's establishment in 1953. He was confirmed by the U.S. Senate by unanimous consent on June 29. The Senate Committee on Small Business and

Entrepreneurship had unanimously recommended Preston's confirmation earlier in the day. "I am grateful to President Bush for the opportunity to serve in a way that so directly affects the lives of so many Americans," Preston said. "I am also humbled by the bipartisan

Congress and am committed to with the many stakeholders of confirmation hearing on June importance of sophisticated operational responsiveness and the SBA. "None of this

"It requires dogged focus to every day." Until recently,

President of The ServiceMaster

organization with thousands of small businesses in its network. Preston also had served as Chief Financial Officer. He previously had been Senior Vice President and Treasurer of First Data Corporation, and an investment banker at Lehman Brothers. He currently serves as vice chairman of the Board of Visitors for the



support I have received in fostering a strong relationship the SBA." During his 21, Preston emphasized the financial management, a customer service culture at happens by accident," he said. move the ball forward each and Preston was Executive Vice Company, a major franchising

Weinberg College of Arts and Sciences at Northwestern University, and has served on numerous boards of philanthropic and other organizations. Preston graduated with Highest Distinction from Northwestern University with a political science degree, and received an MBA from the University of Chicago Graduate School of Business. He also has studied at the Ludwig-Maximilians-Universität in Munich, Germany. Preston and his wife, Molly have five children and will be relocating to the Washington, D.C. area.



"In Your Corner" by Jim Henderson, Small Business Advocate

Department of Transportation Withdraws Wetlines Rule.

Early this summer the U.S. Department of Transportation's Pipeline and Hazardous Materials Safety Administration (PHMSA) withdrew its notice of proposed rulemaking titled "Hazardous Materials: Safety Requirements for External Product Piping on Cargo Tanks Transporting Flammable Liquids." The agency stated that "further regulation would not produce the level of benefits originally expected and that the quantifiable benefits of proposed regulatory approaches would not justify the corresponding cost." The proposal was originally published in December 2004. It was to regulate external product piping on cargo tank motor vehicles, referred to in the trucking industry as "wetlines." It proposed a standard that limited the amount of flammable liquid that could remain in each wetline after drainage to one liter. Advocacy felt that the proposed rule would cost small businesses more than the agency estimated. Advocacy worked with small businesses and trade associations to analyze the potential impacts of the proposed regulation. Advocacy is pleased that after reviewing public comments and considering additional data, PHMSA declined to pursue further regulation of wetlines.

District Office Reports: Your SBA Event Planner

Colorado – Small Business Resource Fair to be held Thursday, August 17th at the Main Denver Public Library in Downtown Denver. Are you starting or expanding your business? Do you need advice on how to start your business off on a solid footing? Do you want to know more about contracting with the federal government? Do you want to export your product or service? If the answer to any of these questions is "yes" then you need to attend this small business resource fair. This event will be held Thursday, August 17th from 10:15 am to 3:30 pm at the Denver Public Library, Main Library, 10 West 14th Ave., Pkwy, in Denver. This event is free. For more information, contact the SBA's Jeanette Deherrera at 303-844-2607 Ext. 226.

Montana -- Regional Lender Training Conferences to be held in September.

The SBA will hold two regional lender training events in September 2006. The first will be held in Billings on September 19th and the second will be held in Missoula on September 21st. Lenders will be treated to a reception the evening before each conference hosted by the local 504 Certified Development Company in each respective area. Participants will learn how to put together the perfect 7(a) application package, lender oversight issues – making sure bank loan files are properly documented with the

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appropriate SBA forms, necessity of a sound business plan that includes projections with detailed assumptions, E-tran – SBA's Electronic Loan Processing System, and much more. This event will be interactive with audience participation. For more information, contact SBA's Montana District Office at 406-441-1081.

North Dakota – FREE Small Business Job Incentive Programs to be held in Fargo.

Donna Stolz and Randy Spitzer of Job Service North Dakota will give and overview of these programs in detail, share sample completed forms and discuss the steps required to participate. Workforce 20/20 assists North Dakota employers in training and upgrading workers' skills. The North Dakota New Jobs Training Program provides incentives to businesses that are creating new employment opportunities through business expansion and relocation to the state. The program provides primary sector businesses with no-cost funding to help offset the cost of training new employees. This workshop will be held at the Fargo Job Service, 1350 32nd St S, Fargo, North Dakota 58103 from 3:00 p.m. - 5:00 p.m. To register, call Julie at 239-7304.

South Dakota – Yankton Matchmaking Event to Be Held in August. The technology and manufacturing businesses of the City of Yankton, in conjunction with the Yankton Office of Economic Development, and Senators Johnson and Thune are hosting a business matchmaking event on August 24-25, 2006. The purpose of the event is to bring major corporations to Yankton to look at local manufacturing capabilities hoping they will consider purchasing products from these small businesses. For more information regarding this event, please contact Valerie Sturges at the Yankton Office of Economic Development at (605) 665-9011, or email her at valerie@yanktonsd.com.

Utah – SBA to participate in the American Legion's 88th Annual Convention.

President Bush is scheduled to address the American Legion 88th Annual Convention that will be held at the Salt Palace Convention Center in Salt Lake City from August 25th – August 31st. The convention will consist of pre-convention committee meetings, breakout sessions, special guest speakers and information booths. SBA's Utah District Office, SCORE, SBDC and Women's Business Center will share an information booth during the conference. This event will attract over 13,000 VFW members. For more information regard this conference, please contact your local Veterans Affairs office.

Wyoming – Transitional Assistance Training at F.E. Warren AFB.

The Wyoming District Office Veterans Affairs Officer, Dave Denke, will give a 30-minute presentation to attendees at the Transitional Assistance Program (TAP) at F. E. Warren Air Force Base in Cheyenne, WY on August 17th. He will be talking about SBA's programs and services. There will be approximately 30 attendees. For more information please contact SBA's Dave Denke at (307) 261-6523 or email him at david.denke@sba.gov.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov

SBA's Website can be found at www.sba.gov

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